

1. (Currently Amended) A computer-implemented method of brokering sales between parties, said method comprising the steps of:

- a) receiving a request for broker's services from a client;
- b) requesting transactional information from said client for said brokered services;
- c) constructing a client transactional model from ~~said received transactional parameters, said client transactional model indicating a likelihood of said client's participation in a transaction;~~
- d) identifying potential second parties to said transaction; and
- e) eliciting participants to said transaction from said identified second parties, whereby said transaction is structured to maximize spread.

2. (Currently Amended) A method ~~of brokering sales~~ as in claim 1 wherein after ~~the step (c) of~~ constructing the client transactional model, said method further comprising the step of:

- c1) presenting modeled transactions to said client, acceptance of said modeled transaction determining whether ~~said parameters of said transaction~~ are suitable.

3. (Currently Amended) A method ~~of brokering sales~~ as in claim 2, wherein if said parameters of said transaction are determined to be unsuitable in step (c1), said method further comprising the step of:

- c2) reworking said transactional model; and
- c3) repeating step (c1).

4. (Currently Amended) A method ~~of brokering sales~~ as in claim 3 wherein said client is a prospective buyer.

5. (Currently Amended) A method ~~of brokering sales~~ as in claim 3 wherein said client is a prospective seller.

6. (Currently Amended) A method ~~of brokering sales~~ as in claim 3 further comprising ~~the steps of~~:

- f) constructing a workable deal model responsive to said transactional model;
- g) identifying deals likely to be accepted by said client and at least one identified second party responsive to said transactional model and said workable deal model; and
- h) presenting identified deals having the largest spread to said client and each said identified second party.

7. (Currently Amended) A method ~~of brokering sales~~ as in claim 6 wherein when said deal is rejected by said client or all identified second parties, said method further comprising ~~the step of~~:

- j) reworking said deal, whereby reduction of profit to said broker is minimized in said reworked deal; and
- k) presenting said reworked deal to said client and each said identified second party.

8. (Currently Amended) A method of brokering sales as in claim 6 where step (g) of identifying deals likely to be accepted comprises the steps of:

- i) constructing a broker's profit function of said received parameters;
- ii) employing a global optimization search for identifying a feasible deal that maximizes spread; and
- iii) presenting proposed deals to said client and identified second parties.

9. (Currently Amended) A computer program product for brokering sales, said computer program product comprising a computer usable medium having computer readable program code thereon, said computer readable program code comprising:

~~computer readable program code means instructions for receiving a request for broker's services from a client;~~

~~computer readable program code means instructions for requesting transactional information from said client for said brokered services;~~

~~computer readable program code means instructions for constructing a client transactional model from said received transactional parameters, said client transactional model indicating a likelihood of said client's participation in a transaction;~~

~~computer readable program code means instructions for identifying potential second parties to said transaction; and~~

~~computer readable program code means instructions for eliciting participants to said transaction from said identified second parties, whereby said transaction is structured to maximize spread.~~

10. (Currently Amended) A computer ~~readable~~ program product code means for brokering sales as in claim 9 further comprising: comprising computer ~~readable~~ program code means instructions for presenting modeled transactions to said client, acceptance of said modeled transaction determining whether said parameters of said transaction are suitable.

11. (Currently Amended) A computer ~~readable~~ program product code means for brokering sales as in claim 10 further comprising:

~~computer readable program code means~~ instructions for constructing a workable deal model responsive to said transactional model;

~~computer readable program code means~~ instructions for identifying deals likely to be accepted by said client and at least one identified second party responsive to said transactional model and said workable deal model; and

~~computer readable program code means~~ instructions for presenting identified deals having the largest spread to said client and each said identified second party.

12. (Currently Amended) A computer ~~readable~~ program product code means for brokering sales as in claim 11 wherein ~~computer readable program code means~~ said instructions for identifying deals likely to be accepted comprises:

~~computer readable program code means~~ instructions for constructing a broker's profit function of ~~said received parameters~~;

~~computer readable program code means~~ instructions for employing a global optimization search for identifying a feasible deal that maximizes spread; and

~~computer readable program code means~~ instructions for presenting proposed deals to said client and identified second parties.

13. (Currently Amended) A computer-implemented system for brokering sales between parties, said system comprising:

means for receiving ~~a~~ request for broker's services from a client;

means for requesting transactional information from said client for said brokered services;

means for constructing a client transactional model from ~~said received~~ transactional parameters, ~~said client transactional model indicating a likelihood of said~~ client's participation in a transaction;

means for identifying potential second parties to said transaction; and

means for eliciting participants to said transaction from said identified second parties, whereby said transaction is structured to maximize spread.

14. (Currently Amended) A system for ~~brokering sales~~ as in claim 13 further comprising:

comprising means for presenting modeled transactions to said client, acceptance of said modeled transaction determining whether said parameters of said transaction are suitable.

15. (Currently Amended) A system for ~~brokering sales~~ as in claim 13 further comprising:

means for constructing a workable deal model responsive to said transactional model;

means for identifying deals likely to be accepted by said client and at least one

identified second party responsive to said transactional model and said

workable deal model; and

means for presenting identified deals having the largest spread to said client and each

said identified second party.

16. (Currently Amended) A system for ~~brokering sales~~ as in claim 15 further comprising

means for reworking said deal to minimize reduction of profit to said broker.

17. (Currently Amended) A system for ~~brokering sales~~ as in claim 15 wherein said means for

identifying deals likely to be accepted comprises:

means for constructing a broker's profit function of ~~said received parameters~~;

means for employing a global optimization search for identifying a feasible deal that

maximizes spread; and

means for presenting proposed deals to said client and identified second parties.